

Message Text

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ORIGIN EA-07

INFO OCT-01 ADP-00 COME-00 A-01 SS-10 M-03 BAL-03 PER-05

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DRAFTED BY EA/EX:EECHAMPAGNE, JR:GJLEVESQUE:MK

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APPROVED BY EA : MR. HUMMEL

COMM/BEWT/TPD:JLBLOW (SUB)

EA/PRC:OARMSTRONG

EA/PRC:CWFREEMAN, JR.

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P 201707Z JUL 73

FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

C O N F I D E N T I A L STATE 142885

E.O. 11652: GDS

TAGS: ETRD, CH

SUBJECT: USLO STAFFING

1. COMMERCE AND THE BUREAU ARE PREPARING FY75 BUDGET PRESENTATION WHICH IS DUE NEXT WEEK.

2. COMMERCE HAS ASKED US TO INCLUDE IN OUR REQUEST ONE US AND 3 FSL POSITIONS FOR USLO AND 4 US AND 3 FSL POSITIONS FOR A TRADE DEVELOPMENT CENTER (TDC) WHICH WOULD BE ESTABLISHED IN PEKING. THE POSITIONS ASSIGNED TO USLO WOULD BE OCCUPIED BY STATE PERSONNEL. TWO OF THE FOUR US POSITIONS AT THE TDC WOULD BE OCCUPIED BY STATE (1 OFFICER AND 1 CLERK); THE OTHERS WILL BE COMMERCE POSITIONS.

3. COMMERCE HAS SUBMITTED FOLLOWING JUSTIFICATION:
QUOTE JUSTIFICATION FOR A TRADE DEVELOPMENT CENTER - PEKING.
THE CHANGE IS NEEDED TO ADEQUATELY SUPPORT AND FACILITATE US BUSINESS AND COMMERCIAL ACTIVITIES IN THE PRC. THIS INCREASE IS JUSTIFIED ON A TOTAL US-CHINA TRADE THAT HAS GROWN FROM DOLS. 5 MILLION IN CALENDAR 71 TO DOLS. 92
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MILLION IN CALENDAR 72, WITH ESTIMATES FOR CALENDAR 73 EX-

CEEDING DOLS. 700 MILLION. WITH THE RE-ESTABLISHMENT OF TRADE, THE US MARKET SHARE IS INCREASING. PRINCIPAL FUNCTIONS OF THE NEW TDC INCLUDE: (1) SERVING AS AN OPERATING BASE AND MARKET INFORMATION CENTER FOR VISITING US BUSINESSMEN; (2) PROVIDING INFORMATION ON AMERICAN PRODUCTS, SERVICES AND COMPANIES TO CHINESE TRADE AND INDUSTRIAL SPECIALISTS; (3) CONDUCTING A FULL TRADE PROMOTION PROGRAM EMPLOYING SUCH TECHNIQUES AS PRODUCT EXHIBITS (OF LIMITED SCOPE), TECHNICAL SALES SEMINARS, AUDIO/VISUAL PRESENTATIONS, AND CATALOGUE SHOWS. IN ADDITION, THE TDC WILL SUPPORT DIRECT TRADE PROMOTION EVENTS ORGANIZED IN WASHINGTON, SUCH AS TRADE MISSIONS AND PRODUCT EXHIBITIONS WHICH ARE PROPOSED IN THE COMMERCE FY 75 BUDGET.

AFTER A RELATIVELY QUIET PERIOD IN COMMERCIAL ACTIVITY AT THE USLO IN EARLY FY74, WE ANTICIPATE A STEADY GROWTH IN VISITORS, CORRESPONDENCE AND OTHER TRADE DEVELOPMENT ACTIVITIES. UNQUOTE

4. WILL APPRECIATE YOUR COMMENTS, TAKING INTO CONSIDERATION (A) PROPOSAL IS FOR FY75 AND IMPLEMENTATION WOULD DEPEND ON INTERVENING DEVELOPMENTS (B) THERE WILL UNDOUBTEDLY BE SIMILAR REQUESTS FROM OTHER AGENCIES.

5. REGRET SHORT LEAD TIME, BUT WOULD APPRECIATE CABLE REPLY BY JULY 25. RUSH

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